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PERIODICAL

# AMERICAN NURSEYMAN

AMERICAN NURSERY TRADE BULLETIN

Chief Exponent of the American Nursery Trade

Vol. L No. 1

JULY 1, 1929

Per Copy 20c

## PAINESVILLE NURSERIES

**P**OT-STARTED fieldgrown  
Roses for delayed Gardens.  
BOXWOODS for the Porch  
and Terrace.

This is seasonable service.



PYRAMID-SHAPE BOXWOOD

**Watch this Bulletin**  
FOR SPECIAL FEATURES. JULY 1, 1929

### ROSES

from

5-inch Pots

A fine list of Hybrid  
Teas—our selection  
of varieties—shipped  
in paper pots, f. o. b.  
here.

READY NOW!

**California Boxwood**  
Fresh Stock—Magnificent Quality

BALLS—22 x 22 inches

18 x 18 inches

16 x 16 inches

14 x 14 inches

PYRAMIDS—28 inches high

32 inches high

36 inches high

STANDARDS—

12 inch round head,

—12 to 15 inch stem

It Is Time to Move Them—Get Yours Now.



SINCE 1854

**THE STORRS & HARRISON CO.**

*"Painesville Nurseries"*

**PAINESVILLE, Lake County, OHIO**

39 STATE ST.



ROCHESTER, N. Y.

**American Fruits Publishing Co.**



"New York  
State Grown"



## NURSERY STOCK

FRUITS  
ORNAMENTALS  
ROSES  
EVERGREENS

Send for  
Price List

**W. & T. Smith Co.**  
Geneva, N.Y.  
Organized in 1846  
1000 Acres  
in 1928

## FALL, 1929

One Year CHERRY and APPLE  
Two year EARLY RICHMOND  
Apple in VARIETY, PEAR and PLUM.

Beautiful lot of

Budded Elm, Seedling Elm, Soft Maple  
Norway Maple and other ornamental trees

Shrubs in car lots, especially Spirea Van  
Houtti, 3-4 ft. and 4-5 ft.

Evergreens 40 varieties

Arbor Vitae, Pyramidalis and Globes in car  
lots. Specimen plants

## C. M. HOBBS & SONS

BRIDGEPORT, INDIANA

*Largest Nursery in Indiana*

## Best Tree Digger on Earth



Write for Descriptive Circular and Prices

## Stark Brothers

NURSERIES AND ORCHARDS COMPANY

Louisiana,

Missouri



## EVERGREENS

## EXCLUSIVELY

## Large Nurseries

## Selected Trees

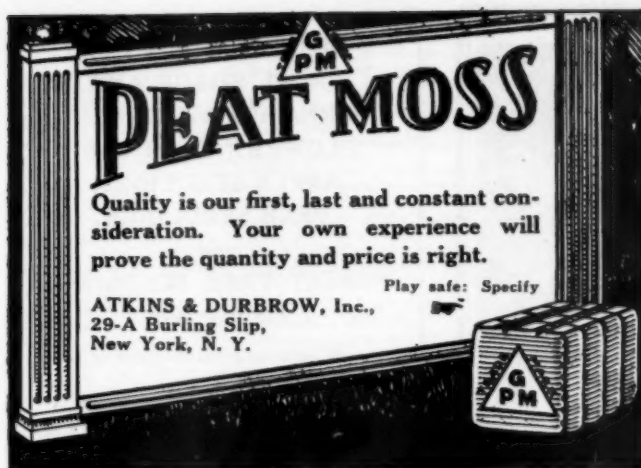
*Write Us For Prices*

## THE DAISY HILL COMPANY

NURSERY  
CHAGRIN FALLS,  
OHIO

OFFICE  
TERMINAL TOWER  
CLEVELAND, OHIO





**PEAT MOSS**

Quality is our first, last and constant consideration. Your own experience will prove the quantity and price is right.

Play safe: Specify  
**ATKINS & DURBROW, Inc.,**  
 29-A Burling Slip,  
 New York, N. Y.

*By actual measure*

**UNIVERSAL PEAT MOSS**  
*The Bigger Bale*

Our regular stock bale as shipped contains more material than any other brand. This was recently demonstrated by certified tests. For quantity with quality, buy PECO Peat Moss.

Most absorbent.  
 Therefore,  
 most valuable.

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 New York



**THE MONROE NURSERY**  
 ESTABLISHED 1847

A complete line of  
**FRUIT AND ORNAMENTAL NURSERY STOCK**  
 including  
**PEONIES AND PERENNIALS**

Send us your want list for quotations.

**I. E. ILGENFRITZ' SONS CO.**  
 Monroe, Michigan

Manufacturers of Ilgenfritz Planting Machines and Digging Plows

**RAFFIA**

Extra Fancy Dependable Quality

**PEATMOSS**

Finest German—Our Standard Brand "CROP"

For Prices and Samples Apply to  
**JULIUS LOEWITH, Inc.**  
 150 Nassau St., New York



Our Complete Assortment  
 Prompt Shipment  
 Strong Grades  
 and  
 Reasonable Prices

Will make the handling of our Nursery Stock profitable to you.

Please allow us to quote your want lists.

**The Huntsville Wholesale Nurseries, Inc.**  
 Huntsville, Alabama

1872—FIFTY-SEVEN YEARS—1929



**A WORD OF APPRECIATION**

To our customers who have helped make this season a success.

We trust we may continue to serve you.

**PRINCETON NURSERIES**  
 Princeton, New Jersey  
**WM. FLEMER'S SONS, INC.**

**Wayside Gardens**

HARDY PERENNIAL PLANTS  
 EXCLUSIVELY

Write for Trade List.

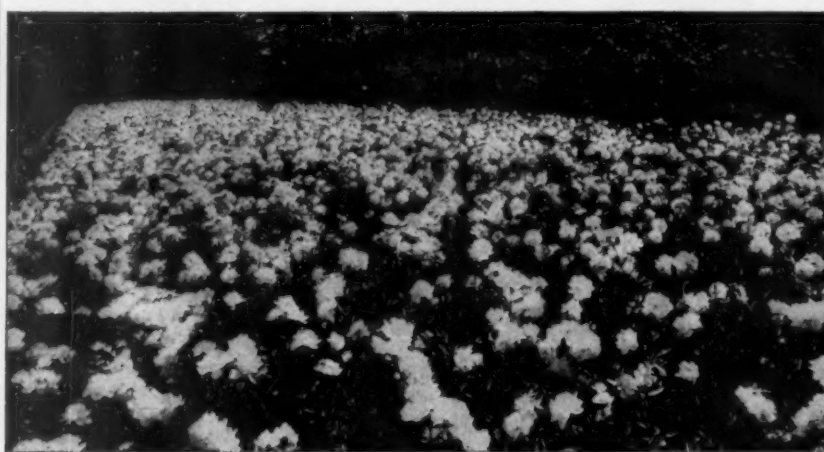
**THE WAYSIDE GARDENS COMPANY**  
 MENTOR, OHIO

**Your Advertisement In THIS SPACE**

Will Go Into  
**Every State In the Union**

**\$6.25 per Issue**  
 (Under Yearly Term, \$5.60)

**AMERICAN NURSERYMEN**  
 P. O. BOX 124 ROCHESTER, N. Y.



Picture shows three rows of Duc of Wellington on the left, balance of block Boule de Neige

## YOU WANT PEONIES THAT BLOOM LIKE THESE

Now-a-days when so many blocks of Peonies are not blooming well because of diseased roots, it is a great pleasure to see a block of real bloom. We are digging four blocks of Peonies this fall all blooming just as well as the above, which is the smallest of our blocks. And these are not old, rotten, decrepit Peonies that have been used to the end of their usefulness for cut-flowers either. Rather, they are strictly three (3) years old. You can judge the thriftiness by comparing growth with the six year old boys standing in the blocks. Find them.

### THE CREAM OF THE COMMERCIAL VARIETIES

We are digging 50,000 plants and must price them right.

Rating	Variety	Per 100	Per 1000
8.6	ALBERT CROUSSE—Rose-pink; late	\$30.00	\$250.00
7.8	AUGUSTINE D'HOUE—Hard to distinguish from Felix Crousse	30.00	250.00
8.0	BOULE DE NEIGE—Beautiful mid-season White. The picture tells the story. Wonderfully strong, upright and floriferous	18.00	150.00
	CHARLEMAGNE—Late; white	18.00	150.00
7.7	DORCHESTER—Late; flesh colored	18.00	150.00
8.1	DUCHESSE DE NEMOURS—Early, Canary-yellow	18.00	150.00
7.8	DUC OF WELLINGTON—Mid-season; white	18.00	150.00
8.4	FELIX CROUSSE—Mid-season; red. The standard of excellence	35.00	300.00
9.3	FESTIVA MAXIMA—Early; white	18.00	150.00
8.2	GIGANTEA (Lamarline)—Mid-season; rose-pink	35.00	300.00
7.9	JEANNE D'ARC—Early; bluish pink with silver	18.00	150.00
7.5	MME. DE GALHAU—Late; pink	18.00	150.00
7.9	MME. DUCEL—Mid-season; pale old-rose with silvery sheen	30.00	250.00
8.5	MME. EMILE GALLE—Late; delicate light rose-pink	30.00	250.00
8.5	MARIE LEMOINE—Late; lemon-white	35.00	300.00
9.2	MONS. JULES ELIE—Early; light rose-pink	35.00	300.00
	OFFICINALIS RUBRA PLENA—Early; red	40.00	350.00
7.2	RUBRA SUPERBA—Late crimson. A grand show with us this year	32.50	275.00

### A Few of the Very Best and Priced Right

Rate	Variety	Per 10	Per 100
9.0	BARONESS SHROEDER—Late; flesh-white	\$ 6.00	\$ 50.00
8.4	CHESTNUT GOWDY—Late; light rose	9.00	75.00
8.8	KARL ROSENFELD—Mid-season; red. (\$475.00 per 1000)	6.50	55.00
8.8	KELWAY'S QUEEN—Mid-season; Rose-pink	50.00	
8.9	MARIE CROUSE—Mid-season; pale pink	9.00	80.00
8.6	PRIMEVERE—Mid-season; near yellow	14.00	125.00
8.7	REINE HORTENSE (Pres. Taft). Mid-season; rose-pink	6.50	55.00
9.0	SARAH BERNHARDT—Late; rose-pink	8.50	70.00
9.7	SOLANGE—Late; cream white	20.00	175.00
9.8	THERESE—Mid-season; pale old-rose-pink	20.00	175.00
	WE ALSO OFFER TO COLOR	Per 100	Per 1000
	Pink	\$16.00	\$130.00
	White	15.00	125.00
	DEEP RED	20.00	180.00

THE COLE NURSERY CO. FORTY-NINE YEARS AT  
PAINESVILLE, OHIO

WE INVITE YOUR INQUIRIES

## LABELS FOR NURSERYMEN THE BENJAMIN CHASE CO., DERRY, N. H.

### Perennial and Alpine Plants

A list for Landscape Architects,  
Nurserymen and Gardeners.

WESTCROFT GARDENS  
GROSSE ILE, MICHIGAN

PEONIES  
WHOLESALE GROWERS  
PEONIES EXCLUSIVELY  
Ask for our price list  
HARMEL PEONY COMPANY  
BERLIN, MARYLAND

## ARE YOU PLANNING TO BE IN BOSTON IN JULY FOR THE ANNUAL CONVENTION OF THE AMERICAN ASSOCIATION?

Interesting Reports on the National Campaign And a Program Full of Lively Trade Topics  
REMEMBER THE DATES: JULY 16-18 AT THE HOTEL STATLER

We will have our usual supply of  
FRUIT, SHADE AND  
ORNAMENTAL TREES  
FLOWERING SHRUBS  
APPLE SEEDLINGS  
PEAR SEEDLINGS

and  
FOREST TREE SEEDLINGS  
for Fall 1929

If you are interested in  
one year  
KIEFFER and GABBER PEAR  
HYDRANGEA PANICULATA  
SPIREA VANHOUTTE  
or  
AMOR RIVER PRIVET  
write us.

We can quote you favorable prices  
on these items

J. H. SKINNER & CO.  
Topeka, Kansas

## Nurseryman Profits by Our Home Study Course in LANDSCAPE ARCHITECTURE



Wm. N. Alcorn, Jr. writes

"When I started your course I was nursery foreman—now I am nursery superintendent. Your course did me a tremendous amount of good. I greatly recommend it to any one desiring a quick, practical knowledge of the landscape business."

### You, Too, Can Better Your Position

Our quickly-mastered home study course has enabled many to find success in this uncrowded profession.

### Unlimited Opportunities

—await Landscape Architects. Experts earn \$5,000 a year up, and the demand far exceeds the supply.

### SEND THIS COUPON TODAY.

Gentlemen: Please send me details regarding your Home Study Course.

Name .....

Address .....

AMERICAN LANDSCAPE SCHOOL  
10 Plymouth Bldg. DES MOINES, IA.

## Old Dominion Nurseries W. T. HOOD & COMPANY Richmond, Virginia

We have to offer for Fall 1929 and Spring 1930 a complete line of stock, consisting of 100,000 Evergreens, assorted varieties and sizes. 20,000 Azaleas, Hinode-Giri and Amosna, 10,000 Pink Flowering Dogwood—large assortment of shrubs, Amoor River Privet North—California Privet, also a full line of Fruit and Ornamental trees. Extra attention given to packing. Our experience in handling orders both wholesale and retail covering a period of 60 years is your guarantee of arrival of stock in prime condition. Send us your list for quotation.



# AMERICAN NURSERYMAN --- July 1, 1929

**EDITORIAL DEPARTMENT**—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce engravings relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. Engravings will be made from photographs at cost.

**Advertising**—Last forms close (semi-monthly) on the 10th and 25th of each month. If proofs are wanted, copy should be on hand one week earlier.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earl operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

**SUBSCRIPTIONS**—"AMERICAN NURSERYMAN," published semi-monthly, on 1st and 15th, will be sent to any address in the United States for \$2.50 a year; to Canada or abroad for \$3.00 a year. Single copies of current volume, 20c; of previous volumes, 25c.

RALPH T. OLCOTT  
Editor, Manager.

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,  
Rochester, N. Y.

**WHAT THIS MAGAZINE STANDS FOR**—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

**INDEPENDENT AND FEARLESS**—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and rates the welfare of the Nursery Trade above every other consideration.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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## HEADQUARTERS

*Fall 1929—Spring 1930*

For the Best Lot of  
**FRUIT TREE SEEDLINGS**

You Ever Planted

**FRENCH AND AMERICAN**

**PEACH TREES**—Mostly budded from bearing buds.  
Seed sowed in the spring, which insures a whole root.

**H. T., H. P. and CLIMBING ROSES**—Compliments received this spring show we have the grade.

**BARBERRY THUNBERGI**—3 year, quantity production means economy for you.

**CALIFORNIA PRIVET**—2-3 ft., 18-24" and 12-18".  
Have a surplus. Quoting low prices for early orders.

**BARBERRY THUNBERGI SEEDLINGS**—Millions.

**ROSA MULTIFLORA JAPONICA SEEDLINGS**—  
Making a new grade this year. Shipping nothing but absolutely straight seedlings. Get our prices before you buy.

And of course a Complete Line of Other Stock.  
We want your business.

It will pay you to ask for prices.

**C. R. BURR & CO., Inc.,**

GENERAL NURSEYMEN  
MANCHESTER, CONNECTICUT

## ANNOUNCEMENT Special Notice

Having closed out all our Ornamental Stock and General Line of Fruit Trees and Discontinued all Retail Business with the close of this Spring's Sales, we wish to extend to the Trade our sincere thanks for trade in the past on these items.

**CHERRY GROWING** has been our Specialty for the past thirty years and feeling that we can produce better Cherry Trees by confining all our Nursery efforts in the production of **Cherry** alone we will continue to grow our usual amount of Cherry for the **Wholesale Trade** and will try to produce the best tree it is possible to grow.

For Fall, 1929, we are pleased to offer:

**Cherry—One Year 11/16 up**

**Cherry—One Year 9/16 to 11/16**

**Cherry—One Year 7/16 to 9/16**

Limited amount of

**Two Year 11/16 up and 9/16 in Sours Only**

General List of Varieties—both Sweets and Sours.

**Vincennes Nurseries**

W. C. REED & SON

VINCENNES, IND.

## We Grow EVERGREENS Especially

ABIES ARIZONICA  
ABIES FRASERII  
ABIES SUBALPINA  
ABIES BALSAMEA  
ABIES CONCOLOR  
LARIX JAPONICA  
PINUS AUSTRIACA  
PINUS RESINOSA  
PINUS DENSIFLORA  
PINUS MUGHUS  
PINUS MONTANA UNCINATA  
PINUS PONDEROSA  
JUNIPERUS VIRGINIANA  
JUNIPERUS SABINA  
JUNIPERUS SUECICA (Swedish)  
JUNIPERUS PFITZERIANA  
JUNIPERUS TAMARISCIFOLIA  
JUNIPERUS SCOPULORUM  
PICEA CANADENSIS  
PICEA CANADENSIS ALBERTIANA  
PICEA ENGLEMANNI  
PICEA EXCELSA  
THUYA ORIENTALIS AND VARIETIES  
THUYA OCCIDENTALIS AND VARIETIES  
RETINOSPORA (Chamaecyparis) AND VARIETIES

WE ALSO GROW  
A STRONG LINE OF  
ORNAMENTAL  
SHRUBS  
AND  
DECIDUOUS TREES.  
WRITE FOR  
CATALOG  
AND PRICES.

**The SHERMAN NURSERY Co.**  
Department C, Charles City, Iowa

## The Preferred Stock



### Boston-Bound

"Don't be so Scotch," said Perk. "Give 'er some gas!"

"Whatsamatter with you?" I replied.  
"Have you gotten weak shipping Preferred Stock? Get to work."

The chances are Perk will get this car started by the middle of July and

**We'll see you at the Convention!**

And don't forget to pay us a visit at Newark or Shiloh this summer. We're all dressed up and waiting for you.

Cordially yours,

**Jack**

**Jackson & Perkins Company**  
*Wholesale Only*  
Newark, New York.



# AMERICAN NURSERYMAN

[Reg. U. S. Pat. Off.]

## The Chief Exponent of the American Nursery Trade National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

VOL. XLIX

ROCHESTER, N. Y. JULY 1, 1929

No. 1

## Pacific Coast Association of Nurserymen

In Twenty-Seventh Annual Convention in Walla Walla, Wash.—Marketing Especially Stressed—No Large Commercial Fruit Tree Planting in Sight

IN ORNAMENTAL ACTIVITIES AIM IS QUALITY AND SERVICE

The Pacific Coast Association of Nurserymen held its twenty-seventh annual convention June 11-13, at Walla Walla, Wash. Special stress was laid on the marketing end of the business, several addresses featuring this angle. C. D. Hobbs, president of the association, had on display a large collection of peonies from the Milton Nursery Co., containing more than 100 varieties. This display was open to the public during the convention.

The delegates were welcomed by Dorsey M. Hill, president of the Chamber of Commerce. F. A. Wiggins, Toppenish, Wash., responded. The address of the president followed. The rest of the day was devoted mainly to reports of the various committees.

Wednesday morning the convention was addressed by Prof. D. M. Morris of the Washington State College; M. L. Dean, director of the Idaho horticultural department, J. L. Dumas, Dayton orchardist, and T. R. Hopkins. In the afternoon the delegates motored to Milton to visit the beautiful grounds of the Milton Nursery Company. This concern was started years ago by Aaron Miller and is now conducted by Mr. Miller's sons. Following the trip through the Nursery a banquet was served at the home of S. A. Miller, senior member of the firm. There was present two pioneers who attended the convention 19 years ago, W. A. Ritz and M. A. Davis of Walla Walla. Both were speakers.

The last day of the convention was devoted to action on findings of special conferences and committee meetings throughout the three days sessions.

### Outlook in Stock Activities

Reports indicated that Nursery fruit stocks, for delivery season 1929-30, are well co-ordinated with demand now in prospect. While fruit crops will be below normal the prospective market prices for fruit will make up, largely to cover amount of average net returns to the growers. No large commercial expansion in fruit tree planting is in sight, but replantings will be kept up together with orchards for domestic purposes. Prospects are that fruit stocks will clean up well.

In ornamental stock activities, the aim is more strongly for desirable quality in materials and efficiency of service rather than surplus quantities and elasticity of values and sales terms. Many well planted places, as result of cooperation with the landscape service people, afford splendid show places, objects for educational work and publicity. Growers of bulbs and other perennials are cooperating with Nurserymen to intensify the beautiful effect of these two classes properly combined in plantings and broadening of the markets.



GEORGE C. ROEDING, JR., Niles, Cal.  
President Pacific Coast Assn. of Nurserymen

Cooperation with the national advertising campaign will continue, and more attention will be given to local educational work and the advertising of plant materials more specifically suitable to various Pacific Coast localities.

Officers elected: Pres.—Geo. C. Roeding, Jr., Niles, Cal.

Vice-presidents—A. H. Steinmetz, Portland, Ore.; D. T. Chenoweth, Beverly Hills, Cal.; Anton Diederichsen, Payette, Idaho; J. G. Vorse, Salt Lake City, Utah; E. B. Chenoweth, Mt. Vernon, Wash.; Otto Griesel, Portland, Ore.

Trustees—M. McDonald, Portland, Ore.; F. W. May, Yakima, Wash.; J. C. Watt, Ontario, Cal.

Executive Committee—J. A. Armstrong, Ontario, Cal.; J. E. Bergtholdt, New Castle, Cal.; W. B. Clarke, San Jose, Cal.

Executive Secretary—C. A. Tonneson, Burton, Wash.

Committees will be announced later.

San Jose, Cal., was selected for the 1930 convention.

Opposition to the practice by forestry authorities of selling trees for other than forestry purposes was expressed in a resolution by Mr. Petri of Idaho, to the effect that "universities should not appropriate the people's money for caretakers; that student instead of professional labor should be employed and that the undermining of the Nursery business be discontinued."

During the last fiscal year Secretary C. A. Tonneson made several trips to California and Idaho and attended meetings of

the Washington and Oregon members. President Hobbs advised that some means for keeping members in closer touch with each other should be provided.

In addition to interesting and important reports of officers and committees there were formal addresses by Prof. O. M. Morris, Pullman, Wash., on "Proper Root Stocks for Cherry Trees"; Director M. L. Dean, Boise, Idaho, on "Inspection Service Relating to Nursery Stock"; J. L. Dumas on "Planting Along Highways"; T. R. Hopkins on "The Hundred-Year-Old Botany"; Prof. M. B. McKay, Covallis, Ore., on "Diseases Affecting Nursery Tree and Rose Plants."

Chairman C. B. Lewis, of the publicity committee reported on National Publicity Campaign matters. After considerable discussion the subject was referred back to the committee for further consideration, upon motion of Mr. Mitchell, Orenco, Ore.

On the evening of the first day of the convention a banquet was served, F. A. Wiggins as toastmaster; Mrs. Aaron Miller as guest of honor. Mr. Winness, of the Bank of Walla Walla outlined the history of the Miller family, pioneers. There are 14 in the present Miller family. Aaron Miller who crossed the plains in 1863 during the gold rush and who settled in Milton, Ore., in 1871, is still, at 95, the presiding officer of the Milton Nursery. Mr. Gossman gave his version of "barnyard golf," much to the amusement of all present. Mrs. Hawks' "Day of Daze" was a plea for more color in advertising. John C. Chase, "Uncle John," who is the champion Nursery convention attendant, well known as the field representative for years of the Benjamin Chase Co., Derry, N. H., entertained the company with interesting reminiscences. "Seven Days at the Day Nursery" was the subject of a lively talk by Mrs. Day, of Spokane, relating the experiences of the five little Days and their parents.

A trip through the Milton Nursery of 300 acres was a convention feature. Sam Miller is known as Million Maple Miller, there being approximately 3,000,000 Norway maples in various stages of growth in the Nursery.

### Boy Scouts Plant Trees

With their eyes fixed upon the future, Queens, New York, Boy Scouts are planting 13,000 trees in their new week-end camp site. They include white pine, Scotch pine, red pine, Norway spruce, white spruce, white cedar, balsams, European larch and black locust. Five thousand trees are being planted in permanent locations, while the remaining 8,000 are being placed in a Nursery at the new camp.

Looking still further into the future, the Scouts are also planting 26,000 tree seeds in the Nursery at Camp Newcombe. Of these 4,000 seeds are Japanese red pines, 8,000 Scotch pines, 10,000 Norway spruces, 3,000 American arbor vitae and 1,000 Colorado blue spruces.

# Useful Versatile Genus of Plants Discredited

By a Sad Conspiracy of Circumstances—Complete Confusion of Names of the Sedums  
Due to Lack of Definitely Informative Literature

## CONFUSION IN NURSERIES NOT TOLERATED IN OTHER CASES

By P. J. van Melle, Poughkeepsie, N. Y.

IT IS a sad conspiracy of circumstance indeed that has brought discredit upon so useful and versatile a genus of plants as the Sedum. The popular tradition seems to be that there is no telling the true names of the various species; that it does not matter either, since they are all nearly alike, all dull and uninteresting, all of the easiest culture in barren, parched soils with a relish for abuse.

The truth is that the popular knowledge of Sedums is restricted to about one dozen of the most common species, which are obtainable in the marts of trade under nearly a hundred different "scientific" names. It may sound somewhat sensational that most amateurs who have bought and tried out a hundred different listings and have filled their notebooks with data on so long a list of supposed species have probably seldom got hold of more than a dozen different species and expended their enthusiasm on various minor form-variations of these. It is of this type of experience that much of the popular knowledge and some of the literature on Sedum is made up. One may say that it is indeed difficult to obtain more than a dozen different species of Sedum in the trade and that one who orders that many from most Nurseries will find several of them incorrectly named.

### Seems Crudely Inconsistent

Considering the amount of care that is devoted in the Nurseries to keeping apart several hundreds of varieties of hybrid tea roses or gladioli with the merest shades of difference between them, it seems cruelly inconsistent that coarse *S. alboroseum* should be sold under the name of the extremely rare *japonicum*, of which there probably is not a sprig in the American trade. Nor would it seem right to sell our native *S. acre* under the name of tender *S. stahlii*. To sell an Antoine Rivoire rose for a Prince of Bulgaria would mean disgrace, but it is common practice to send out *S. rupestre* under the name of the very scarce *pruinatum*. It would seem no less wrong to sell a rock gardener a wrong Sedum than to sell a rose-fancier a wrong rose.

One cause of the complete confusion of Sedum names is the scarcity of definitely informative literature on the subject. The only reliable and nearly complete index to cultivated Sedums known to me is Praeger's Monograph, which may be found in the B. R. H. S. report of May 1921. With the aid of this study anyone should be able to check up on his stocks. This index is perhaps not quite complete so far as some of our western American species are concerned. But it is the best study available and it should supersede the listings in Bailey's Encyclopedia and in Standard Plant Names. Several other attempts have been made at times, but none appears as thorough and complete as Praeger's. I avoid even the listing and descriptions of Sedums in Farrer's "English Rock Gar-

den," much as I lean on this wonderful work for other information. I suspect that the author has in many instances "done no more than quote the vendor's description" of Sedum species. "This vast race," says the good book, "as a whole, is curiously uninteresting." "Nearly all Sedums are of easy culture in open, poor places." I wonder how open, poor places would work out with *S. roseum*, *Purdyi*, *obtusatum* or *pulchellum*?

### Cause of Confusion

Another cause of confusion is the extreme variability of Sedum species. One who has become used to one particular form of *S. album* and receives a radically different form of it under the name of *amplexicaule* or *brevifolium* or what not, is not likely to recognize *S. album* in it at once.

It is not practicable in most cases to refer to any one particular species in short, positive terms. It does not do to say that *S. album* is a white-flowering species of rank growth. Most of it is, but some of it is neither white-flowering nor rapid-spreading. *S. reflexum*, for instance, varies from bright green to silvery gray in color and from compact forms to rank weeds. It contains very desirable forms and objectionable material. *Rupestre*, likewise, varies widely in stature and color. These last two species are much confused in the Nurseries. They are well distinct, however. *Rupestre* is the more valuable in rock gardens because of its success in poor situations and of its most attractive coloration in drought and cold. Certain forms of *rupestre* are strikingly beautiful in fall, winter or spring. The sure mark of difference between it and *reflexum* is visible in the development of the flowering stems. *Rupestre* sends up erect stems, well above the foliage. No sooner do they begin to rise than the tips bend straight downward, forming a hook. This hook straightens out gradually until finally the flowers open up in an upright position. The flower stems of *reflexum* rise usually less erect, showing no droop at the tip until they have risen well up. Then the flower buds begin to develop and the tips of the stems develop a drooping curve, not the hook-like droop of *rupestre*. The flowers of *reflexum* likewise open erect. *Rupestre* should be known as the Nod-bud Sedum or the Hooked Sedum. That would distinguish it at once. A mass of *rupestre* stems somehow reminds one of the Indian Pipe.

### Rarely Grown Under Own Name

Curiously, *rupestre* is rarely grown under its own good name, but usually as *reflexum* or under the far-fetched name of *pruinatum* or *pruinatum forsterianum*, in spite of the fact that there is probably no *pruinatum* or any variety of it in the American trade. *Reflexum* may reach the amateur gardener under a great variety of names, such as *arboreum*, *glaucum* and countless others. A sure way to obtain genuine *reflexum* is to buy the crested form known as *r. cristatum* and let it re-

vert to type. That will usually produce a bright green form of *reflexum*, but not a particularly good one.

Many other species are extremely variable, especially *hispanicum*. This contains annual, biennial and perennial forms. *Hispanicum* is sold under countless names, such as *glaucum*, *pulchellum*, *dasyphyllum*, *lydium*, *corsicum*. The tiny variety minus is usually sold as *lydium glaucum*.

There is no use in going over the long list of common misnomers. The important thing is that it should be made possible for gardeners to obtain the choicer species when they order them. If one wants *pulchellum*, which is an exquisitely beautiful thing, one should not run any great risk of receiving one or other form of *hispanicum*. Many Sedums are beautiful plants. Others serve particular purposes as ground-covers. Each species has its own particular merits and should be obtainable as ordered. *Stoloniferum* may not do at all when *spurium* is wanted. *S. hybridum*, that matchless ground-cover, should be generally obtainable and not confused in the Nurseries with *spurium*.

Praeger's Monograph should be used in checking over stocks. Once the species on hand are identified, compilers of catalogs should fit their descriptions to the particular forms of the species on hand or else the descriptions may not fit at all. Particular form variations should be described in catalogs—not named. There are as many as there are card-combinations in bridge. Only bonafide, properly registered botanical variety names should be used, such as *Ewersi homophyllum*, *reflexum cristatum*, etc.

### Little Sedum Rightly Named

No such confusion as exists in Nurseries amongst Sedum species would be tolerated amongst other plant materials. One may say that there is but very little Sedum in the Nurseries that is rightly named. Even in the rock gardens at the flower shows one finds only comparatively few correctly named species. And the misnomers are noted down enthusiastically by hundreds of rock gardeners. The species are all clearly definable. There is very little inter-breeding of species, except in the telephium group, which, however, has the least horticultural value anyway. The really good Sedums, which are many, will not become generally known until genuine materials are grown and sold under their names.

P. J. VAN MELLE

Poughkeepsie, N. Y.

### Chinese Seed

Shi Ping Chi & Co., Shanghai, China, advise that considerable delay may be avoided, in procuring Chinese seeds, if parcel post shipments are inspected, per request, by the federal authorities at San Francisco; for if this is not done shipment will be forwarded to Washington, D. C., for inspection.



# Nursery Trade Bulletin

The California Association of Nurserymen will hold its annual convention Sept. 26-28th at Fresno, Cal.

D. Vogt & Son, Coldwater, Mich., find there is an increased demand for shrubs and perennials and plan to increase their plantings next year.

The varieties of roses that will be grown extensively by Richmond, Va., growers and others in that section are Joanna Hill, E. G. Hill, Talisman and Premier Supreme.

J. D. Long, prominent Nurseryman of Boulder, Colo., is a patient at Mercy Hospital, Denver.

Griffin's Nursery, N. Hollywood, Cal., have opened a flower shop at 6049 Lankershim Blvd. In the future the concern is to be known as Griffin's Nursery and Flower Shop.

N. A. Van Hevelingen, rose specialist of Portland, Ore., spent a few days in Richmond, Va., recently. He was very much pleased with the rose orders he booked for delivery in 1930.

Ralph Perkins, of Jackson & Perkins Co., Newark, N. Y., reports they are sold out of all the more popular trees, shrubs and perennials. Spring business was very satisfactory.

Incorporations: Northern Tree Service, Inc., Wilmington, Del., \$100,000; Tamaracks Nursery, Inc., Columbus, Ohio; capital increased of Yonkers Nursery Co., Yonkers, N. Y.

The members of the Kansas City Nurserymen's Association visited Geo. H. Johnston's Nursery at Wilder, Kan., June 11th. The next visit will be made to the Holsinger Nursery at Rosedale. Instead of holding summer meetings it has been decided to make these tours every two weeks.

According to announcement made by the Geo. C. Roeding Memorial committee, subscriptions to the fund have passed the \$800 mark and there is every indication that more than \$1,000 will be subscribed.

The committee again calls attention to the fact that every subscriber will receive an autographed copy of Mr. Roeding's biography. In expectancy of a brisk demand, a large edition of the book is to be printed.

Lake County, Ohio's \$10,000,000 Nursery industry reports that the spring of 1929 has brought the largest business ever, despite excessive early spring rains and a long cold spell. Leading concerns tell of increases of 5 to 30 per cent in volume of business.

Octagon Nurseries and Kallay Bros. stated business was well above the 1928 total. These firms supplied the shrubs for 20 of the Plain Dealer's (Cleveland daily) 25 educational landscape models built last month.

Fred A. Whitney bought at public auction June 8 the White & Cady Nurseries, located at 953 Lancaster street, Leominster, Mass., his bid of \$6,750 being accepted. The deal involves some two acres of land, with four acres across the street leased from the Worcester Consolidated Street Railway Company, about \$4,000 or \$5,000 worth of trees, including Norway spruce, white spruce, hemlocks, pines, hydrangea, lilacs, rhododendrons; a large quantity of small fruit trees, and roses, Alpine and German iris, arbor vitae, etc.

Mr. Whitney states that he thought it would be unfortunate if this industry, which shows great promise, should go out of the city, and if an experienced person can be secured who will maintain the place, he will be glad to conduct it on that basis.

A large barn belonging to the Greening Nursery Co., Monroe, Mich., was destroyed by fire June 6, with a loss of \$3,500, covered by insurance.

The Quirk Nurseries, Rosemead, Cal., has been purchased by Chas. H. Kunz, who will add a florists' business and also handle goldfish and birds and their supplies.

J. F. Lewis has purchased the Harbor Nursery, San Pedro, Cal., from Mr. and Mrs. William Verburg who have been operating the Nursery for several years.

The Alva Nursery, Galesburg, Ill., has opened a retail store where a complete line of perennials, evergreens and greenhouse plants will be handled.

At the regular monthly meeting of the Southern California Nurserymen's Association, last month, William Hertrick, of the Huntington Botanical Gardens, gave an illustrated lecture on gardens.

Joyce Wilmer Post of the American Legion is making plans for the dedication of a tree donated by the Amawalk Nursery to be planted by the Park Department in Joyce Kilmer Sq., Brooklyn, N. Y.

W. R. McDaniel, owner of the Alvin Plant Farm, Alvin, Tex., states business in gladiolus, Cape jessamines and other flowers has been exceptionally good this year.

The Sunnyside Nursery, Moline, Ill., has recently opened its remodeled establishment. The new addition includes a modern and attractive flower shop and workroom.

Clay Stark, of Stark Bros., Louisiana, Mo., was one of the visitors at the Pacific States Seedsmen's convention. Mr. Stark, accompanied by Louis Reuter, and his young son, expect to spend about ten days at Santa Rosa, Calif., where Stark Bros. have a number of experimental grounds. It will be remembered that they purchased the Burbank gardens.

A report from Sault Ste. Marie, Ontario, Canada, says that within the next few weeks, 1,200,000 trees are to be planted in the Thessalon district near the Soo by the forestry department of the Ontario government. This is the largest reforestation venture so far made by the Provincial department and is to be largely experimental as a guide to schemes under contemplation for the future in different parts of Ontario.

Bonnie Brook Nurseries is one of the show places of Kirkland, Wash. The proprietor, Fred Huey, laid out the grounds originally with the idea of making them so attractive as to create a demand for prettier gardens, and he has succeeded.

There are cool cement pools filled with water lilies, surrounded by azaleas, bright colored beds of violas and smooth velvety lawns. A rustic bridge, spanning a pond of water lilies, leads to the Nursery. He has 5,000 feet of glass. Mr. Huey specializes in perennials, alpine and rockery plants and choice bedding plants.

The Graham experiment station, Grand Rapids, will be the starting point of the annual three-day tour of the Michigan State Horticultural Society, Aug. 6-8.

Luncheon will be served at the Graham station on the first day of the tour. Following inspection of the place and a brief program, two or three orchards in western Kent County will be visited. Northern and eastern Kent and Ionia County orchards will be visited on the second day and several orchards in Kalamazoo county on the third day. Two or three hundred fruit growers representing all parts of the state will take part in the tour.

## Protects Legitimate Trade

Minnesota Nurserymen are directly interested in an act passed at the last legislature relating to the removal of shrubs, trees, etc., in the woods. Great injury has been caused by the wholesale digging of trees from the native forests and with little or no benefit to those who have been guilty of what has amounted to ruthless extermination of trees. Plants dug by amateurs are more often pulled out than otherwise. The act referred to will protect the legitimate trade, also the forests, which, in some cases, are becoming depleted. Tourists are in part blamed for this condition, for the Nursery inspection bureau of the department of agriculture has repeatedly warned persons of the act forbidding the transportation of trees, shrubs, etc., out of the state without inspection.

Minnesota is becoming a leading state for forestry work and a mecca for foresters from foreign countries. Sweden and Czechoslovakia are two of the countries represented at present at the University Farm. The New York State College of Forestry, Syracuse, N. Y.; Yale University and Iowa State College also have men attached to the staff of foresters in Minnesota. Increased appropriations made by Congress have enabled Dr. Zon, the lake states director, to increase the personnel of the staff considerably. It will be interesting for Nurserymen to watch the investigations and perhaps speculate on the results of any work carried on.

## American Iris Society

Officers and members of the American Iris Society, with representatives from such remote sections as Canada, Alabama and Oregon, met at Ithaca, N. Y., for the tenth annual meeting of the society. A membership of 1031 was reported.

Reports were made on a number of iris test gardens. The test garden at Cornell started in 1920 developed to more than 2,000 plants, was of special interest to the visitors. The trade has recognized 1,500 varieties of those being tested by the Station. Diseases of the iris were discussed. Members visited the gardens of Dr. A. H. Wright and Col. J. C. Nichols, both of whom are collectors of especially rare varieties. Iris display gardens are being established in many states of the Union.

Officers elected: President, John C. Wister, Philadelphia, Pa.; vice-pres., E. B. Williamson, Bluffton, Ind.; treas., Richardson Wright, New York City.

## Refund for Undersize

Three carloads of orange trees were recently shipped by a Riverside, California, Nursery, which according to contract were to be not less than 7/8" caliper at the butt. Payment was made in advance. The first carload was received and planted before any discrepancy was noted. Then appeal was made to the division of weights and measures.

Investigation showed that comparatively few trees were up to size of the contract requirements and that many were less than half an inch in size. At first the sellers questioned the jurisdiction of this division to interfere, but as size was an essential part of the contract specifications, it was decided that the division of weights and measures had ample authority to protect the buyer in his rights and settlement was made by a refund of \$500 cash and replacement of 800 trees to be dispatched immediately from Riverside to the buyer by truck.

## New Quarantine Stations

Plant quarantine inspection stations have recently been established on two of California's main highways primarily for the purpose of preventing the entry into this state by means of automobile transportation of any Florida citrus fruits or other fruits which are in violation of the California quarantine regulations or which may be the means of introducing into California the Mediterranean fruit fly or any other serious agricultural insect or disease pest. When these two major highway stations are in thorough operation, others will be established on major cross highways.

# AMERICAN NURSERYMAN

## American Nursery Trade Bulletin



CHIEF EXPONENT OF THE  
AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

Published Semi-Monthly by  
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39 State Street, Rochester, N. Y.

RALPH T. OLCOTT, Pres. and Treas.  
Phones—Main 5725, Glenwood 780  
Chief International Publication of the Kind

SUBSCRIPTION RATES  
One Year, in advance - \$2.50  
To Foreign Countries and Canada - 3.00  
Single Copies - .30

ADVERTISING RATES on Application  
Advertisements should reach this office by the 10th and 25th of the month previous to the date of publication.  
If proof of advertisement is desired, time should be allowed for round trip transmission.

ROCHESTER, N. Y., JULY 1, 1929

### FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammeled lines.

"The dean of Nursery Trade Journalism."—John Watson.

### Valuable Beyond Estimate

All the advertising in the world will not build your business, it only creates a little more demand and you must back it up with efficient merchandising, not merely order taking.

Nobody wants to buy advertising, but what business can get along without it? Advertising has little value in itself; but the desire it creates, the knowledge it conveys, the cause to which it spurs us and the time it saves are valuable beyond estimate.

The power of the printed word depends upon the thought behind it. All things come to the other fellow if you only sit down and wait. Advertising helps to get the new customer. Why not employ it to hold him? Advertising should be prepared for prospective buyers not for advertising men. Successful advertising factors are regularity, persistence and continuity.

When customers ask questions they are entitled to complete, correct answers. Don't expect one little piece of advertising to bring in an avalanche of orders; the biggest snowdrift piled up flake by flake.—H. G. Loftus, St. Paul, Minn.

H. C. Wilson Nursery, Rochester, N. Y., suffered a loss of \$3000 when its greenhouse and large shed were destroyed by fire last month.

W. F. Ramsey, Okanogan, Wash., who has had highly successful experience with his orchard, will devote now his entire time to his Nursery and florist business.

## The Mirror of the Trade

### MORE EDUCATIONAL EFFECTS

Since Nurserymen are interested in arboretums they should be interested in state parks. Aside from the interest such parks have for the producer of trees, there is the value of such parks to the Nurseryman by reason of their educational effect upon the general public, tending to widen interest in the use of ornamental Nursery stock. In a recent issue of the Boston Transcript Theodore G. Joslin says that out of the experience of some two-score states, extending over varying periods of time, are gradually arising more or less uniform methods of acquiring and administering state park areas, which now include nearly 4,000,444 acres. Developments in the various states have been undertaken under a great variety of circumstances and by a great variety of methods, but experience and the frequent interchange of opinion on such occasions as the annual meetings of the National Conference on State Parks are each year resulting in greater efficiency, sounder principles of operation and a wider vision of the uses to which state park areas can be put.

"State park officials," says Mr. Joslin, "realize that at present emphasis must be put on acquisitions—that development, except of a rather rudimentary sort, can wait until the lands that the state will need have been obtained.

"The soundest progress is being made in the way of state park surveys. Most of the state park systems that exist today have, like Topsy, 'just grew.' And lots of them show it by the inadequacy with which they meet the recreational demands of their people and by the type of area to which they have permitted the designation 'State Park' to be given. More and more states, however, are getting a picture of their state park system in advance. New York undertook and completed a park survey several years ago; several other states have done the same thing somewhat less ambitiously. California and Massachusetts have just completed extensive surveys, the former under the direction of Frederick Law Olmstead, probably the best known landscape man in America. The report of the Massachusetts survey will be made public shortly. North Carolina has a similar undertaking in contemplation, so has Minnesota; and it is being strongly urged on other states. Experience, in this as in most other phases of park work and, for that matter, in most

long-term undertakings, has shown the wisdom of having a plan, definite and comprehensive.

"Mr. Olmstead says that, while demand for parks cannot be easily gauged in advance, he is quite certain that the \$12,000,000 that California is planning to spend in establishing a state system will be nowhere near enough to meet it: In most states, with the possible exception of New York, existing state park areas represent only a fraction of what should ultimately be established. Fortunately, the trend is in the direction of more generous provision for parks; and private givers are increasingly realizing the permanent benefits that are to be derived from park gifts. Many of the finest parks in America exist today because of private generosity, rather than state appropriation."

Because the existing roadway is not satisfactory and the proposed northern alignment would irreparably destroy many thousands of dollars' worth of trees in the large arboretum of the Amawalk Nursery in Yorktown, N. Y., plans were made last week for a new southern route for the elimination of the railroad grade crossing of the Putnam Division of the New York Central at Amawalk.

The new route was proposed at a conference attended by Deputy County Engineer Barnes, Deputy Commissioner Charles Chase of the public Service Commissions, E. A. Wendell of the State Department of Public Works, and Miss Evelyn Smith, owner of the Nursery.

The route formerly proposed in the grade crossing plan, it was shown, would bring the roadway squarely through the arboretum, in which are many magnificent trees which could not be replaced and on which the compensation awards for damages would necessarily be very high.

The District of Columbia would save \$20,000 a year for the next five years under the recommendation last month of Donald P. Evans, chief investigator of the efficiency bureau, that District tree Nurseries be abandoned at Fort Dupont and Poplar Point, while another Nursery is developed at the District workhouse at Lorton, Va.

Alpine Nurseries, a corporation in Queens County, N. Y., has filed notice of dissolution.

### Charming Place of Business

PERHAPS the most charming place of business in the world to visit is a Nursery. Here are combined with the buying and selling of trade the beauties of a garden.

San Jose has a number of Nurseries which it is always delightful to visit. The rows upon rows of little shrubs and tiny trees are so small and yet hold up their heads so bravely and defiantly. They make one wish he had a country place of dozens of acres and all the money needed to cover it with these shrubs and trees.

Then there are the beds of flowers, brilliant-hued and gorgeous. They show a patch of brown earth here and there where sales have been made and plants removed, but the general effect is one of extreme beauty.

One thing which makes a visit to a Nursery agreeable is the fact that the persons in charge seem to have absorbed some of the kindness and good humor of flowers. We have yet to meet a grouch in charge of a Nursery. Working always out of doors among surroundings of beauty, they give you the feeling that they are in this particular business because they love it and not because they have to make a living.

This valley is the home of a number of attractive Nurseries and that is not surprising, for flowers and shrubs grow better here than anywhere in the world.—San Jose, Cal., News.



# More and Bigger Sales Made by Telling the Buyer How to Use Your Product

## HOME GROUNDS THEIR PLANNING AND PLANTING

BY L. H. BAILEY

*"A home . . . is more than a place in which to eat and sleep. The home comprises the grounds as well as the house."*

A NEW EDITION of Dr. Bailey's popular and practical book. New pictures and a new plan make "Home Grounds" of more value than ever to the nurseryman (or seedsman who handles plants) who gives real service to his customers and prospective customers. It is intended to supplement your landscape or planting department and to show how the home grounds can be made more beautiful and consequently more valuable.

The revised edition contains 64 pages, with many pictures of plantings, of specimen evergreens, shade trees, shrubs, with diagrams showing how to use plants on small places and larger estates.

Every dealer in plants can use this book in building more business. Sample copy and prices sent on request.

## GARDEN ROSES HOW TO MAKE THEM GROW AND BLOOM

THE THIRD in the series of McFarland sales-promotion booklets. The questions your customers ask are answered by a practical Rose-grower. How to use Roses, and the various classes, open the book; how to plant, prune, spray, and cultivate are clearly covered. Timely hints on ordering, and the number required for best results, mean larger sales. A copy of this book in the hands of prospective buyers is bound to sell more Roses for you. It makes people want Roses—and what people want they usually get.

A sample copy will be sent to Rose-growers who want to increase their business. Write us for details.

## THIS IS HOW ROSES SHOULD BE PLANTED

A SIX-PAGE folder showing by pictures and story how to plant Roses. Every one of your customers ought to have a copy. Your name and address printed on first page. Ask us for sample and prices. The cost is so reasonable that you can send them broadcast.

## FRUITS FOR THE HOME GROUNDS

BY U. P. HEDRICK

*"He who plants fruits is a friend of man. There ought to be a round million more fruit-gardens in this fruit-hungry land."*

FOR THE MAN who has only a handkerchief-size lot up to the hundred-acre orchard-owner, this book holds practical and profitable planting points. What else could be expected from the author?

Planting, cultivating, pruning, spraying, and other operations are briefly covered. A mighty valuable table of varieties occupies four pages. Districts to which varieties are adapted are indicated, with key to color, size, and quality of the fruit.

Nurserymen who sell thousands of fruit trees, or dealers who sell only a few, should use "Fruits for the Home Grounds" to stimulate greater interest in both commercial and home orchards.

Sample copy, with prices on varying quantities, will be sent on request.

## PICTURE POST CARDS IN FULL COLOR

FLOWERS, Fruits, Roses, Vegetables, in natural colors. Standard postal card size,  $3\frac{1}{2} \times 5\frac{1}{2}$  inches. Low postage rates on these cards (1 cent) will permit you to use them in a multitude of ways—acknowledging orders, advice of shipment, offers of collections or of specific varieties, presenting new items, etc. Samples will be sent if you will tell us what special items interest you—the entire collection is too large to permit sending all.

## LANTERN SLIDES

PREPARED for showing before garden clubs, schools, colleges, universities, and organizations interested in outdoor subjects. The coloring is done by our own artists, from our own notes, thus insuring accuracy of color and detail. Our entire photographic collection is available for the making of lantern slides, or slides will be made from negatives or prints supplied.

Full details, with prices for slides in any quantity, will be forwarded on request.

## J. HORACE McFARLAND CO.

Mount Pleasant Press

HARRISBURG • PENNSYLVANIA

# Color Makes Sales

We Mean ACCURATE Color,  
Not Just COLOR!

ADVERTISERS and catalogue-makers who study sales and advertising know that color is a potent factor in sales increases. Effective selling presents the result in the most attractive form—and ACCURATE color meets the requirements.

For several seasons previous to 1928, a customer issued a good catalogue in one color—not a large book, nor a large edition. Each year there was a satisfactory volume of business. For the season of 1928 the use of our kind of accurate color was proposed. The size was the same as in 1926 and 1927. No special changes were made in the text nor in descriptions; neither was there any "price-cutting." The only noticeable change was that sixteen different subjects were pictured in the colors given to the flowers by Nature. Was there an increase in sales? We'll tell the world there was!

**These sixteen subjects showed an increase of ONE HUNDRED AND FIFTY PER CENT over 1927. None jumped less than FIFTY PER CENT, and one item of 200 in 1927 rose to 3,000 in 1928.**

Our representatives will be at the Seed Trade Convention in Chicago, June 25 to 28, and at the A. A. N. in Boston, July 16 to 19. At either, or at your office, if you prefer (upon your suggestion, without liability), we will gladly discuss ACCURATE color, adequate advertising, better catalogues.



J. HORACE McFARLAND CO.  
HARRISBURG, PENNSYLVANIA



es Climb



D CO.  
IA

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## A Complete Selling Service for Seedsmen and Nurserymen

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**T**HE McFARLAND  
PUBLICITY SERVICE

is a recognized advertising agency and recommended by various publishers' associations. Under one direction we aim to conduct successful advertising efforts for nurserymen, seedsmen, and allied trades—plans, advertising copy, preparation of catalogues, booklets and folders, printing and mailing if required. This service will include a thoughtfully prepared plan looking toward the sale of your products. Such a plan may advise

*Magazine, Farm Paper  
or Newspaper  
Advertising*

to reach prospective purchasers over large areas or in limited sections. How-

ever, inquiry may show that your needs can be served best, and your sales increased by a series of

*Direct-by-Mail  
Advertisements*

We do not have a fixed plan, but prefer to become familiar with your problems before presenting plans. We believe that this one-service idea is more economical than the usual way of scattering these essentials among half-a-dozen unrelated firms, a custom that generally results in delays and indifferent returns.

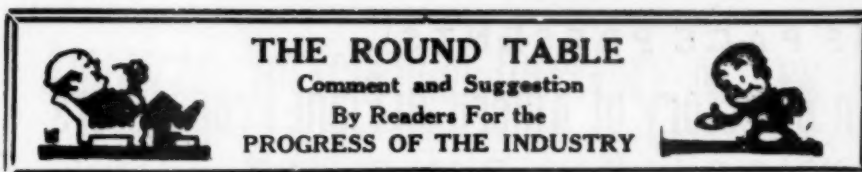
We shall be glad to talk with nurserymen or seedsmen who feel that their sales-field should be enlarged, or who are not entirely happy in their present advertising connection.



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*McFarland Publicity Service  
Harrisburg, Pennsylvania*





## Unethical, Unjust, Unsound Trade Practice

Editor **American Nurseryman**:

The comment appearing in the May 15th issue of the **American Nurseryman** which condemns the practice of quoting so-called wholesale prices when selling to the retail trade, raises a question of unethical, unjust and unsound trade practice which should be brought more prominently to the attention of Nurserymen and purchasers of Nursery stock.

The McKay Nursery Company employs no so-called wholesale price lists when offering our products to the retail trade and it is our belief that this is the only logical policy that any Nursery firm can pursue in justice to its patrons, to the other Nurseries and to itself.

If our company were to solicit orders for three to four foot trees, promise to deliver trees of that size, collect for trees of that size and deliver trees that were only one to two foot high, we would be guilty of misrepresentation and should suffer a loss of trade for pursuing such a policy of unethical and unjust business practice.

In my mind it is just as unethical, just as unjust and just as full of misrepresentation for the Nurseryman to inform a retail customer that he is offering stock at wholesale prices and charge the customer retail prices, as it is for a Nurseryman to sell number one grade trees and deliver number two grade.

Any Nursery firm that expects to continue in business must keep faith with its customers. Misrepresentation through advertisements or otherwise may win a new customer this year, but it is very apt to lose several for next year. Honesty in our experience continues to be the best and only policy to pursue for those who expect to build up a profitable and lasting business.

McKAY NURSERY COMPANY

W. G. McKay, President

Madison, Wis., June 12, 1929

## Will Change to Quantity Prices

Editor **American Nurseryman**:

We have talked to our Mr. Rippin about this wholesale list question. He says he is going to change his to read Quantity Prices.

We have never yet, that we know of, sent out our wholesale list promiscuously. We try to check names on list. We have many inquiries every year that we have to turn down because we don't see them listed as Dealers or Nurserymen.

We are thankful if anyone tells us we are getting lists into wrong hands. It isn't fair to our customers to be found guilty of mailing lists to buyers who are not entitled to them.

Would like to see this taken up and given some publicity to that effect.

Thank you for opportunity to talk to you on this matter.

C. R. BURR

Manchester, Conn.

June 12, 1929

## Will Curtail Purchases

Editor **American Nurseryman**:

We have noted with interest recent articles in the **American Nurseryman** dealing with wholesale and quantity prices.

While it is true that many of the more progressive wholesale Nurseries have differentiated in price on the same order given by a bona fide Nurseryman and by a dealer, landscape architect or a large private user, unfortunately many Nurseries recognize no such difference. Often a large surplus of certain items has served to break down the barriers between the different classes of buyers, largely to the detriment of the normal courses of merchandising.

This practice has progressed to such a point that we have notified several of the

firms with whom we have done business for many years that we are going to curtail our total purchases heavily this year. It is unfortunate that the innocent wholesale firms must suffer with the guilty, but the position of the retail firm is that it cannot now buy stock from a wholesale house and sell any of it to large private users on a bidding basis.

THE CORYELL NURSERY,  
Ralph I. Coryell, Secy.

Birmingham, Mich.

June 19, 1929

## Grafting in Growing Season

Editor **American Nurseryman**:

In regard to grafting during the growing season by the use of paraffin wax, I have not carried out experiments of this kind, but I do not see anything unusual in the fact that the grafts stopped growing after making just a little growth. In fact, it is the natural thing for them to do this.

In this state, and most regions for that matter, apple trees make most of their growth by June 15 and by July 1 at the latest. It is only when exceptional growing conditions occur in early summer and when the shoots are vigorous that they grow during August and sometimes later. The shoot growths of both peaches and apples form terminal buds during the early summer. When a graft is budded in, in late summer, it is apparent that the scion would not be able to establish a very good union in a short time. The shoot would naturally make but a little growth and form a terminal bud.

From a scientific standpoint, the slowing down of growth would be due to concentration of carbohydrates in the shoot.

This is in no sense a criticism of Dr.

Morris' article, but merely to state that the fact that these scions grafted in summer make a rather short growth and stop is just what would be expected, and is normal to the growth of these plants.

It would seem that the summer graft treatment suggested by Dr. Morris might be worth further investigation.

M. A. BLAKE,

Chief of Horticulture

N. J. Agl. Expt. Sta.

New Brunswick, N. J.

## Seeks Paraffin Information

Editor **American Nurseryman**:

We regret that we cannot answer the five questions as outlined because we have not had the experience with the material as described by Dr. Morris. The only experience we have had is with the block paraffin. We use this during the winter months in place of grafting wax only. The objection to it is that it cracks where used out of the ground, and it is too expensive to keep it warm and apply it the same as regular grafting wax.

We are interested in your questions and would be glad if you could give us information you have obtained from others to whom you sent the questions. We would also like to know where the elastic or liquid paraffin can be obtained for commercial use and especially for experimental purposes, as we would like to give it a good try-out this summer and the following shipping and grafting season.

We feel that you are serving a good cause in making this research and anything we can do that would be of service to you we would be glad to do.

GRIFFING NURSERIES

W. C. Griffing

Beaumont, Tex.

June 15, 1929

## Paraffin the Best Method

Editor **American Nurseryman**:

We commenced using paraffin wax in spring of 1914, covering entire graft, scion and all, both for nut tree grafting and cherry grafting. Have used it ever since. Consider it the best method.

In 1919 we used same in shipments of pecan trees to China, covering the entire bodies after pruning back ready for planting; also covering lower ends of roots where pruned. Results: Did not lose a tree in transplanting, from entire shipments.

Have used paraffin in top-working 1200 orchard trees, 8 to 12 years old, covering cut and scions. Results: 95 to 98% stand.

Use same for bridge grafting in orchards; usually do same about May 1st, with almost perfect stand, covering entire scions and cut.

We used paraffin spring 1914 on perhaps 100,000 grafts which was the first extensive test given this method and have used it ever since. Mr. McCoy and Mr. Wilkinson inspected same and followed our method on their return home.

Our idea for using paraffin came from Dr. Morris.

W. C. REED & SON

Vincennes, Ind.

June 10, 1929

**Seedling Fruit Stocks**—A valuable bulletin issued by the N. Y. State Agl. Expt. Sta., Geneva, N. Y., is that on **Seedling Fruit Stocks**, by H. B. Tukey. Foreign and domestic seed and cultural directions, with illustrations and tabulated figures are features.

## THIS PAGE PRESENTS

## American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock  
Including That Which Has Heretofore Been Imported

The American Plant Propagators' Association, Organized in 1919, Will Hold Its Eleventh Annual Meeting  
in Boston, Mass., July 16, 1929. H. L. Haupt, Hatboro, Pa.

TWO-INCH BLOCKS ONLY ARE SOLD IN THIS DIRECTORY, UNDER YEARLY CONTRACT.

## Hill's Evergreens

COMPLETE assortment of lining out sizes. Also larger grades for Landscaping. Send for our wholesale catalog. Also descriptive booklet in colors.

D. HILL NURSERY CO.  
Evergreen Specialists  
Largest Growers in America  
Box 402 Dundee, Illinois

## NAPERVILLE NURSERIES

Headquarters for  
LINING OUT STOCK

Large Assortment  
WELL GROWN—NONE BETTER

See Our Lists Before Buying

NAPERVILLE DuPage County ILLINOIS

## NEW PRICE LIST

of  
HEMLOCK  
ARBOR VITAE  
NORWAY SPRUCE  
SCOTCH PINE  
BALSAM  
CANOE BIRCH  
SUGAR MAPLE

and other Evergreens, Shade Trees,  
Shrubs, Ferns, and Perennials.

GEORGE D. AIKEN  
PUTNEY, VERMONT

**WE HAVE THEM**  
**You May Want Some**  
Norway, Sycamore and Silver  
Maples; Pin, Red, Mossy Cup,  
Catesbaei and Willow Oaks.  
Butterfly Bush, Dogwoods, Deutzias,  
Forsythia, Spireas, etc.

Our Trade List is ready.  
Get next to one.

**Atlantic Nursery Co.**  
BERLIN, MARYLAND

★  
**ROSES**  
Shrubs Cannas  
Lining-out Evergreens

Send for Trade-List

The CONARD-PYLE Co.  
ROBERT PYLE, Pres. West Grove, Pa.  
Established Nurserymen since 1867

## Franklin Forestry Co.

Nurseries at

COLRAIN and SUDBURY, MASS.

FOREST NURSERY STOCK  
CONTRACT FOREST PLANTING

Send for our catalogue

89 State Street  
BOSTON, MASS.

KEEP POSTED  
On Nursery Trade Affairs

By reading regularly a trade journal which covers the trade news. Progressive Nurserymen who do this possess an undoubted advantage in business plans and in their transactions.

**Broad Leaf Evergreens**  
**RARE AND CHOICE CONIFERAE**  
**AZALEAS** (Evergreen and Deciduous.)  
**FLOWERING SHRUBS,**  
**VINES and CLIMBERS**

We produce the greatest variety of  
Herbaceous Plants and Field Grown  
ROSES in America. Ask for our  
wholesale price lists.

**Bobbink & Atkins**  
Rutherford, New Jersey

**EVERGREENS**  
**SEEDLINGS and TRANSPLANTS**  
**FOR LINING OUT**

WRITE FOR OUR PRICE LIST

**THE NORTH-EASTERN FORESTRY CO.**  
"WE GROW OUR OWN TREES."  
CHESHIRE, CONNECTICUT

## Isaac J. Wood

Isaac J. Wood, for many years the junior member of the well known firm of Wood Brothers of Fishkill, N. Y., passed away May 24, at his home in that village. He had been ill for about three months, first being stricken with rheumatism and later developing an incurable ailment which proved fatal.

Mr. Wood was born in Fishkill on Feb. 21, 1867 and was a life-long resident. He came from a family of florists, his father and uncle having established the firm of Wood Brothers, doing a florist and general Nursery business. He became interested in this business as a young man and, with his two brothers, built up a flourishing business, becoming one of the best known men in the trade throughout the Hudson Valley.

Mr. Wood always showed a great and active interest in local civic affairs, and was honored with a number of positions of public trust, being particularly well known as the town clerk of the Town of Fishkill, which office he held for 16 years. He was a member of the Fishkill Reformed Church.

Lycoming Nurseries property on the Montoursville state road near Williamsport, Pa., was sold last month at trustee's sale to Don M. Larrabee, attorney for the estate of N. B. Bubb, for \$13,650.

## A Dwarf Blue Spruce

A dwarf blue spruce (*Picea pungens glauca nana*), believed to be the only one in the world, was recently presented to the Arnold Arboretum in Boston, Mass., by Little Tree Farms. The specimen grew of dwarf nature by accident, among the extensive blocks



O. M. Hamilton, R. H. Lee, C. B. King, and H. C. P. Stephanson, graduates of M. A. C. and Cornell now on the staff at Little Tree Farms, Framingham Centre, inspecting the dwarf blue spruce recently presented by this company to the Arnold Arboretum.

of blue spruce propagated by Little Tree Farms, at the Nursery in Framingham Centre, Mass.

It has been considered impossible to

propagate the blue spruce in the dwarf varieties, as is commonly done with the pine (*Pinus montana mughus*), arborvitae (*Thuja occidentalis ellwangeriana*) and other varieties of evergreens. This unusual specimen is approximately 15 inches high and 24 inches across. It has a beautiful light blue tinge and is distinctly a dwarf blue spruce. The specimen may be seen in the section of rare evergreens in the Arnold Arboretum.

## New Jerseymen At Play

Summer meeting of the New Jersey Association of Nurserymen was held June 27 on the Duke estate in a picturesque spot on the banks of the Raritan. The program called for a short talk on discounts and an address, by one of the National Publicity Campaign representatives on advertising. Since the most of the time was spent in free and easy entertainment the members went in their old clothes.

## To Specialize in Cherry

Vincennes Nurseries, W. C. Reed & Son, Vincennes, Ind., announce the closing out with this spring's sales of their general line of fruit trees and ornamental stock. They will concentrate all efforts in the future to the growing of cherry trees for the wholesale trade.



# American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock,  
Including That Which Has Heretofore Been Imported

## Largest Assortment

and largest stock of lining out stock in the United States.

Write for prices or call and see our growing stock.

**Onarga Nursery Co.**

CULTRA BROS., Mgrs.

Onarga, Illinois

## Japanese Flowering Cherries

GRAFTED CHESTNUTS,  
Including Molissima, Blight Resistant Variety  
PEAR STOCKS,  
Blight Resistant, "Old Home"  
PERSIMMONS, WALNUTS, CHERRIES  
PURPLE LEAF BIRCH, WEeping BIRCH,  
MAPLES, ELMS, SYCAMORE, POPLARS,  
FLOWERING PEACHES,  
FLOWERING APRICOTS,  
PAUL SCARLET THORNS,  
ROSE CUTTINGS and FIELD GROWN ROSES  
PECAN SEEDLINGS, DAVIDIANA SEEDLINGS  
STOCKTON MORELLO,  
An exceptionally good root stock  
for early bearing and vigor.

**VISTICA NURSERIES CO., Inc.**  
701 No. Wilson Way STOCKTON, CALIF.

Choice Broad-leaved and Coniferous

## EVERGREENS

in Lining out and Specimen Sizes

Special price on small size Nandina domestica and Cedrus deodara. Write for wholesale catalogue and list of rooted cuttings.

**T. KIYONO**

CRICHTON, ALABAMA

**Scotch Grove Nursery**

Growers of

## EVERGREENS

For

**Lining Out**

GOOD ASSORTMENT  
STANDARD SORTS

Price List on Request—Established 1871

SCOTCH GROVE, IOWA

## SEEDLINGS

Finest Quality—Northern Grown

	Size	100	1000
Norway Spruce.....	4-8 inch	\$2.00	\$14.00
Scotch Pine.....	3-6 inch	1.50	9.00
American Arborvitae.....	6-8 in.	2.50	15.00
White Spruce.....	3-6 inch	2.50	15.00

Packing at Cost

When ordering, please mention the American Nurseryman

**Little Tree Farms**  
FRAMINGHAM CENTRE, MASSACHUSETTS

## 1929 PRICE LIST

of Collected

## LINING OUT STOCK

Also larger sizes of Hardy Native  
TREES, SHRUBS, VINES, FERNS,  
BULBS and WILD FLOWERS

**L. E. WILLIAMS NURSERY CO.**  
Exeter, N. H.

## EVERGREENS

MILLIONS OF THEM

Seedlings—Transplants—Cuttings

Grown under glass

Also Apple Trees, Shade Trees,  
Hedgeplants, Shrubs, Vines, Peony.

Send for our latest Bulletin

**Sherman Nursery Co.**

The largest growers of Evergreens  
in the world

Charles City, Iowa

## EVERGREENS



Five million seedlings and transplants. We have the quality in quantity. Grown in the natural Timber Belt of northern Minnesota. Grown without artificial watering. Hardy and healthy. Submit your specified Want List for quotations. List mailed.

**Ferndale Nursery**

LUDWIG MOSBAEK, ASKOV, MINN.

IF YOU GROW

## Lining-Out Stock

You should be represented  
in this department regularly.

Write for advertising rate

**AMERICAN NURSERYMAN**

Chief Exponent of the Trade

## EASTERN CANADA NURSERYMEN'S ASSOCIATION

C. H. K. Baillie, Welland, Ont., Secy.

This association will meet in Ottawa, July 16th. The meeting will be more or less of an informal nature. We are planning a real get-together affair to discuss our various problems without having to listen to a lot of cut and dried addresses. We expect to hold our meeting at the Government Experimental Farm. We hope to have with us the assistant to the chief entomologist, also Mr. McIntosh, the Dominion Fruit Commissioner, and the Hon. Mr. Motherwell, Minister of Agriculture, or his deputy. We shall be pleased to have any who wish to do so attend our meeting.

CHAS. K. BAILLIE, Secy.

In 1907, N. N. Oslund founded a Nursery at Cambridge, Mass. On a 5-acre tract he built a small, square building and started planting. The next year he set out 300 plum trees. Now his plantings include such fruit as strawberries, fruit trees, a show ground of hedges, perennials and bulbs, with gladioli. He specializes in evergreens. In addition to the original office, there are now a packing house, with storage facilities, built in 1914, and the Oslund residence, built in 1917.

Lee Hedgcock & Son, McKinney, Tex., have added a 20 x 40 propagating house and six acres of land to their Nurseries.

## William H. Wyman Retires

William H. Wyman, founder of the well known Bay State Nurseries, N. Abington, Mass., retired from business June 1st. Mr.



W. H. WYMAN, N. Abington, Mass.

Wyman has followed the Nursery business for 35 years and has built up one of the finest organizations in the United States. He is going to Florida immediately with his

wife for a few weeks, as he recently bought a home there for winter use and just now will attend to its development. He will return in time for the American Association of Nurserymen convention in Boston this month.

Donald D. Wyman will remain at the helm in the Bay State Nurseries, which is now being converted into a stock company. Mr. Wyman's elder son, Richard M., is owner of the Framingham Nurseries. Mr. Wyman, Sr., is now over 72 years of age and has well earned his retirement.

Needs of the park board of Hutchinson, Minn., will be met hereafter largely from a municipal Nursery established in vacant space at the fair grounds. The initial stock consists of 800 trees and 1,000 shrubs.

Hartsdale Nursery, Hartsdale, N. Y., has been incorporated, \$10,000.

## EVERGREENS FOR LANDSCAPE WORK

Black Hills Spruce .....	3 to 16 ft.
Colorado Blue Spruce, shiners .....	3 to 18 ft.
Colorado Green Spruce.....	3 to 15 ft.
Colorado Kesters .....	10 to 14 ft.
Concolor Fir .....	10 to 25 ft.
Norway Spruce .....	3 to 20 ft.
Scotch and White Pine.....	4 to 20 ft.

Over 2500 guaranteed specimen trees.  
Priced to sell. Write for prices.

**Graettinger Nursery**

Graettinger, Iowa

## Obituary

### George W. Hill

George William Hill, identified since boyhood with the D. Hill Nursery Company of Dundee, Ill., died there June 12, aged 50 years.

He was the eldest son of the president of the company, D. Hill, and had been prominently identified with the community activities in Dundee, having served on high school and elementary school boards of Dundee and Carpentersville and having been mayor of the latter town. He had recently returned from Florida where he had been recuperating from a year's illness. He is survived by his wife, Alice Grant Hill, a daughter, Helen, a student at Lindenwood college, and a son, David Grant, and by his father, three brothers, and three sisters.

### William F. Schell

William F. Schell, 73, one of the best known business men of Wichita, Kan., and known throughout Kansas and Oklahoma as a successful Nurseryman died June 6. He had been ill about two weeks from a heart attack. When 12 years old, Mr. Schell went to Kansas with his parents from Geneva, N. Y., where he was born. Later Mr. Schell's parents returned to the East, but he had become so attached to the West he decided to remain in Kansas. At the age of 19, Mr. Schell took his first job in the Nursery business at Lawrence, Kan., which occupation became his primary business interest in life and in which he not only became financially successful, but won a number of honors.

Following his Lawrence position he became a salesman with the Brackett Nurseries in Wilson County, Kansas. The next step in his business career was his association with the Hart Pioneer Nurseries, Fort Scott, Kan., as salesman, of which he later became general manager. At that time this concern was the largest of its kind in the state. Later Mr. Schell moved to Hugoton, Stevens County, where he be-

came active in politics. There followed a year in his own Nursery business in Caldwell, Kan., and then he moved, 40 years ago, to Wichita where he engaged in the Nursery business under the name of the Wichita Nursery Association, in which he was associated with prominent citizens.

This was the foundation of his Nursery activities which at the time of his death had expanded into his heading the Wichita Nursery, 2129 North Lawrence, and the Tulsa-Wichita Nurseries of Tulsa, Okla., which is the largest ornamental Nursery in Oklahoma.

Says the Wichita Beacon: Mr. Schell's business policy was based on the theme of more acreage, capital and expansion. Five years ago, his Wichita business was changed to the name of the Wichita Nurseries and at this time his two sons joined him in the work; they established their Tulsa concern.

Signal honors came to Mr. Schell. He was designated to supervise his state's horticultural display at the St. Louis World's Fair, at which his display won two high honors. He was a constant student of horticulture and urged people to beautify their surroundings. He was elected a number of times to the board of education; was second ward councilman for six terms; served as a city commissioner of parks and public buildings and again as commissioner of health, when the new form of government was adopted, and when W. E. Stanley was elected governor, Mr. Schell was selected for the first of two terms as chairman of the Republican County Central Committee.

Mr. Schell was a member of the Knights of Pythias Lodge; a charter member of the Kansas State Horticultural Society; a member of the Macabees, and of St. Paul's Methodist Episcopal Church.

He is survived by his daughters, Mrs. R. R. Hayes, Wichita, and Mrs. Charles Abernethy, Chicago; two sons, W. Robert, Tulsa, Okla., and Albert L., Wichita; a sister, Mrs. Frank D. Bristley, New Smyrna, Fla., and two brothers, Albert W., Cincinnati, Ohio, and John D., Chicago, and four grandchildren.

### R. L. Templin

R. L. Templin, president of the Templin-Bradley Co., Cleveland, Ohio, one of the country's largest seed and Nursery houses, died in Amsterdam, Holland, June 6. He contracted tonsillitis en route to Europe and complications set in. He was 75.

Mr. Templin was a seedsman and Nurseryman for 54 years, first in Calla, O., with his brother and then in Cleveland where the Templin-Bradley Company was formed in 1904. He also was active as a member of the Franklin Circle Christian Church, and in the support of home and foreign missions. He was a director of the City Savings & Loan Co., a stockholder in the United Bank, and was a member of the City Club. Mr. and Mrs. Floyd Bradley, Lakewood, O., son-in-law and daughter, and Wilbur Templin of Elkhart, Ind., his son, were with Mr. Templin when he died.

### Lewis E. Parker

Lewis E. Parker who in 1887 started the Parker & Sons Nursery business at Aurora, Ark., died May 22 at Aurora, Ark. He and his wife, Rachel Parker, who died March 7th, 1929, lived on the same farm 61 years, had been married 63 years and were the parents of six boys and six girls, eight of whom are living. The name Parker means one who cares for a park and these Parkers seem to have inherited the spirit of their sire of long ago who was so busy pottering around the trees and plants that his real name was dropped and that of his profession substituted. Both sons and sons-in-law have worked as Nurserymen, Jim at Tecumseh, Okla.; George and John at Fayetteville, Ark., and Elmer at Aurora, Ark. All have followed in the footsteps of their father as fruit growers and Nurserymen. There are many tables supplied with fruit and many places in this world more beautiful because of the labor of Lewis E. Parker.

The annual convention of the Southwestern Association of Nurserymen will be held in Fort Worth, Tex., September 4-5.

## DIRECTORY OF NURSERY TRADE ASSOCIATIONS OF AMERICA

**American Association of Nurserymen**—Charles Sizemore, secy., Louisiana, Mo., July 16-18, 1929: Statler Hotel, Boston, Mass.

**Alabama Nurserymen's Association**—H. A. Pauley, Secy., Birmingham. 1930: Birmingham.

**Arkansas Nurserymen's Ass'n.**—J. E. Britt, Secy., Bentonville.

**California Assn. of Nurserymen**—Henry W. Kruckeberg, 340 S. San Pedro St., Los Angeles, Cal. Sept. 26-28, 1929: Fresno, Cal.

**Connecticut Nurserymen's Association**—A. E. St. John, Secy., Manchester. July 1929: Lake Compounce, Bristol.

**Eastern Canada Nurserymen's Association**—Chas. K. Baillie, Secy., Box 158, Welland, Ontario.

**Eastern Nurserymen's Association**—H. Lloyd Haupt, Secy., Hatboro, Pa.

**Fruit and Flower Club of Western New York**—J. C. Hoste, Newark, N. Y.

**Illinois Nurserymen's Association**—N. E. Averill, secy., Dundee, Ill.

**Iowa Nurserymen's Association**—Harold J. Parnham, secy., Capitol City Nurs., Des Moines.

**Kansas Nurserymen's Association**—James N. Farley, Sec'y., Topeka.

**Kentucky Nurserymen's Association**—Alvin Kidwell, Secy., St. Matthews.

**Massachusetts Nurserymen's Association**—Whitthrop H. Thurlow, secy., West Newbury.

**Michigan Association of Nurserymen**—Mack Newkirk, secy., Monroe.

**Minnesota Nurserymen's Association**—W. T. Cowperthwaite, Secy., 20 W. Fifth St., St. Paul.

**Mississippi Nurserymen's Association**—M. B. Allen, Lilydale, sec'y.

**Missouri Nurserymen's Association**—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo.

**Nebraska Nurserymen's Association**—Ernst Herminghaus, Secy., Lincoln.

**New England Nurserymen's Association**—W. N. Craig, Secy., Weymouth, Mass.

**New Jersey Association of Nurserymen**—Fred D. Osman, secy., New Brunswick.

**New York Nurserymen's Association**—Charles J. Maloy, secy., Rochester.

**Northern Retail Nurserymen's Association**—C. H. Andrews, secy., Faribault, Minn.

**Ohio Nurserymen's Association**—Royce Pickett, secy., Clyde. Summer meeting in Lake County District.

**Oklahoma Nurserymen's Association**—Mrs. W. E. Rey, 2545 W. 13th St., Okla. City.

**Pacific Coast Association of Nurserymen**—C. A. Tonneson, Secy., Burton, Wash.

**Pennsylvania Association of Nurserymen**—Floyd S. Platt, secy., Morrisville, Pa.

**Rocky Mountain Nurserymen's Assn.**—Chas. C. Wilmore, Secy., Box 382, Denver.

**Rhode Island Nurserymen's Association**—W. W. French, Secy., Kingston.

**Rio Grande Valley Nurserymen's Assn.**—H. L. Bonnycastle, secy., Mercedes, Tex.

**South Dakota Nurserymen's Association**—J. B. Taylor, sec'y., Ipswich.

**Southeastern Nurserymen's Ass'n.**—Otto Buseck, Sec'y., Asheville, N. C.

**Southern Alabama Nurserymen's Ass'n.**—W. H. Pollock, secy., Irvington.

**Southern California Nurserymen's Ass'n.**—A. V. Wagner, Wagner Nurseries, Pasadena, Cal. Hold monthly meetings.

**Southern Nurserymen's Association**—W. C. Daniels, Secy., Pomona, N. C. Sept. 9-10, 1929: Birmingham, Ala.

**South Texas Nurserymen's Ass'n.**—R. H. Bushway, Secy., 304 McGowan Ave., Houston.

**Southwestern Nurserymen's Association**—Thomas B. Foster, Secy., Denton, Tex. Sept. 4-5, 1929: Fort Worth, Tex.

**Tennessee Nurserymen's Association**—Prof. M. G. Bentley, secy., Knoxville.

**Twin City Nurserymen's Association**—H. G. Loftus, Sec'y., St. Paul, Minn.

**Western Association of Nurserymen**—George W. Holsinger, Secy., Rosedale, Kan.

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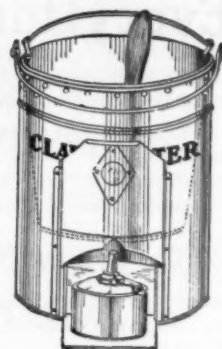
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2-3 and 3-4 ft., well branched.

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Lombardy Poplar, 5-6 to 10-12 ft.

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Seedling supply as a whole is less than last year, so place your order early.

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DECIDUOUS TREES

Ash, Catalpa bungei, American Elm,

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Evergreens, Shrubs, Vines, Roses

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Concord 2 yr. No. 1 and 1 yr. All varieties  
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Specimens in all varieties up to 5 ft.

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10-12 in.—12-15 in.—15-18 in.

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Will have several thousand

CUTLEAF WEEPING BIRCH

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4-6 ft.; 6-8 ft. sizes

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FRUIT TREES, SHRUBS and  
ORNAMENTAL STOCK

Also

PAPER SHELL PECANS,  
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Write us for prices.

## "We Ship 'Em Quick"

HARDY SHRUBS, ROSES, PRIVETS, FRUIT  
TREES, GRAPE VINES and SHADE TREES.  
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Is accomplishing much for the Nursery Trade.

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and advance your business. Only Nurserymen of high  
ideals are eligible to membership.

Vice-President, A. M. Augustine, Normal, Ill.

Write CHARLES SIZEMORE, Secretary, Louisiana, Mo., for full particulars

Convention Date: Hotel Statler, Boston, Mass., July 16-18, 1929

## Certificate of Merit for Prominent Nurseryman

In recognition of the excellence of their achievements in the practical fields of agriculture and the uplift of rural life and industries, eight prominent Washington agriculturists, including F. A. Wiggins, Toppenish, were granted certificates of merit at the annual commencement exercises of Washington State College, Pullman, Wash., last month.

President E. O. Holland, in granting the certificates, said: "To you, gentlemen, who are to be honored today, I desire to say that academic learnings plays absolutely no part in the selection of those to whom certificates of merit are given. We realize this is a radical departure from all college and university traditions. Today we are rewarding men regardless of academic standards, for the leadership they have shown as a result of superior intelligence, industry and initiative, to men who have made a place for themselves in front ranks of agriculture through genuine quality of leadership.

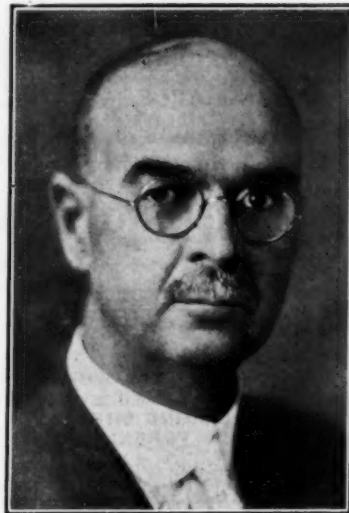
"The State College of Washington believes you deserve this recognition. It is recognition based upon excellence in practical industry, rather than excellence in academic study. The college-trained man, however, is not discriminated against; but by the granting of these certificates of recognition an effort is made to show the world that ability and accomplishment can come through other lines than scholastic ones."

Of Mr. Wiggins' personal record President Holland stated: "Mr. Wiggins is president of the Washington Nursery Company. Under his supervision and direction planting stock, forming the basis of many of the best orchards throughout the United States, has been grown and distributed.

"As Nurseryman, he has worked continuously for the development of the best grade of Nursery stock and the careful testing of new varieties before their general distribution. For many years he has taken a leading interest in Washington horticulture and has the rare distinction of being a

Nurseryman who has served as president of the Washington State Horticultural association.

"Some four years ago Mr. Wiggins was



F. A. WIGGINS, Toppenish, Wash.

honored by this institution by being elected to receive a certificate of merit for his work in behalf of the horticultural industry. He could not then be present at commencement, and we are happy to have him here today to receive this recognition."

**Status of Nursery Stock**—The question whether Nursery trees are real property and go with the land, or personal property and go on with the owner, arose in Equity Court in Upper Marlboro, Md., last month, as a result of the bankruptcy of the Maryland State Nursery, a privately owned corporation. The court appointed John S. Stanley receiver for the Nursery, but when an effort was made to sell the Nursery stock the mortgagees of the two farms and acreage

held by the Nursery, objected on the ground that such stock was real property to be sold by them and not personal property to be sold by a receiver.

## AMERICAN ROSE SOCIETY

Robert Pyle, West Grove, Pa., Secy.

The annual meeting of the American Rose Society was held June 25th, morning session at Wm. Penn Hotel, Pittsburgh, Pa., and afternoon session at Sewickley, Pa. as guests of Mrs. William Thaw, Jr.

The morning session opened with an address of welcome by J. Horace McFarland, vice-president of the Society. The program was as follows:

Trustees' Report.

Editor's Report.

Treasurer's Report.

Secretary's Report.

Report of Election of Officers.

General Business.

Address—"The Development of a National Rose Show," by Chesla C. Sherlock, Associate Editor, Ladies' Home Journal.

Discussion—"The Best of the Newer Roses. 12.00—Lunch at Wm. Penn Hotel.

1:15—Go by special buses to home of Mrs. Wm. Thaw, Jr., Sewickley, Pa.

2:20, Afternoon Session:

Communications.

Roll Call of States.

Question Box—Led by J. Horace McFarland, Editor, American Rose Annual, Harrisburg, Pa.

5:00—Buffet Tea served in Mrs. Thaw's Garden.

7:00—Return by special buses to Wm. Penn Hotel.

Say you saw it in "American Nurseryman"

## MISCELLANEOUS

### NURSERY BUSINESS FOR SALE

A well-established Nursery business in Ontario, Canada, is offered for sale, or the owner would consider engaging a man capable of taking charge with the view of his eventually purchasing the business. Reply in first place to Box 126, care "American Nurseryman," Rochester, N. Y.

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#### RASPBERRY PLANTS

LATHAM RASPBERRY, 75,000 good, clean, well rooted plants, certified Mosaic-free, graded 3/16 and up. Also several thousand No. 2 grade around 3/16. Fall or spring delivery. Also have a good supply of St. Regis Raspberry plants and Caco Grape Vines. C. D. Wright, Hamburg, Ia.

### ROSES

#### BENCH ROSE PLANTS

Butterfly, grafted, \$100 per 1000. Premier, Columbia, own root, \$80 per 1000. Butterfly ready now. Premier and Columbia ready later. This low price on account of stock must be moved quick. TERMS: C. O. D. on unestablished accounts. Packing at cost. J. F. Wilcox & Sons, Council Bluffs, Ia.

### SEEDS

SEEDS of northern conifers, 1929 crop. White pine, \$2.50 lb.; pitch pine, \$4.75; red pine, \$15.00. Other species. Place order now. K. J. Braden, Gray, Maine.

### STRAWBERRY PLANTS

500,000 Mastodon Strawberry Plants. Would like to contract for spring delivery. True Mastodon, fine large plants. Prompt shipment in season. C. D. Wright, Hamburg, Ia.

### PEONIES

50,000 good young plants. Price list ready. Named kinds \$63.00 per 1000 up. IRIS \$9.00 per 1000 up. Also a good small NURSERY FOR SALE. Write to W. L. Lux, R. No. 10, Topeka, Kans.

### BOOKS

LIST OF 119 BOOKS on Horticultural subjects covering Nursery, Greenhouse, Field, Ornamental and Fruit Stock, Vines, Insecticides, Spraying, Landscaping, Diseases, Insects, Orchards, Gardens. Seven books on Landscape Gardening. List sent on request. American Fruits Pub. Co., P. O. Box 124, Rochester, N. Y.

## Want Advertisements

### Experienced Nursery Foreman

**WANTED**—One with Western experience preferred. Must be good Propagator of Trees, Shrubs and Perennials. State Age, Nationality, Experience and Salary required. Enclose copies of references with first letter.

Hardy Nurseries, Ltd. GRAVELBOURG, SASK., CANADA

### Experienced Manager Wanted

To take charge of General Office and Sales Department. State Age, Nationality, Experience and Salary required. Enclose copies of references with first letter.

Hardy Nurseries Ltd., GRAVELBOURG, SASK., CANADA

### Nursery Superintendent Wanted

We have an opening for a competent, college-trained man. This is an excellent opportunity for some one with brains and industry. Please give details of education, experience and salary desired, in first letter.

LITTLE TREE FARMS  
Framingham Center, Mass.

### MAN WANTED

Married, able to take charge of Nursery of 80 acres near Chicago. Experienced Propagator, know budding, grafting and thoroughly understand care of Evergreens. House furnished. Give age, experience and references. Address B-127, care "American Nurseryman," Rochester, N. Y.

## CLOSING TIME:

## FOR TRADE ADVERTISEMENTS

### AMERICAN NURSERYMAN—Semi-Monthly

1st of Month Issue

First Forms: - 23rd each month

Last Forms: - 25th each month

15th of Month Issue

First Forms: - 8th each month

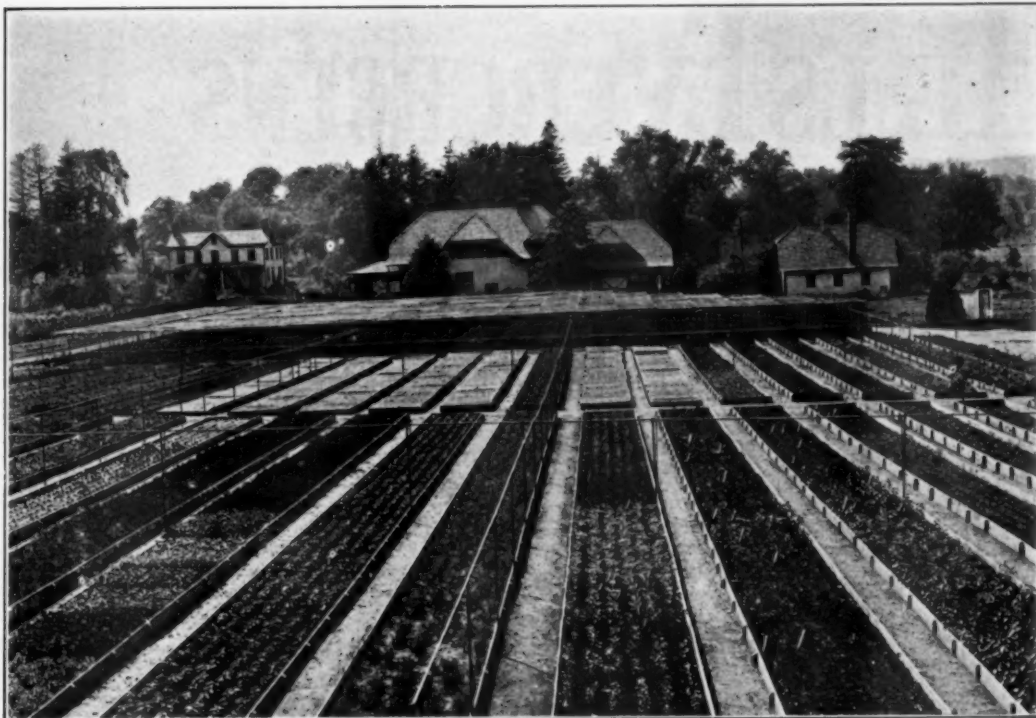
Last Forms: - 10th each month

If proofs are wanted, copy should be in hand previous to above dates

American Fruits Pub'g Co., P. O. Box 124, Rochester, N. Y.



# BOSTON FIRST



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We hope you will take this opportunity to visit us and arrange a stop-over at Princeton. We are confident you will enjoy a trip through our Nursery.

**PRINCETON NURSERIES,**

**Princeton, New Jersey**

## Why Not

**BE FOREHANDED and  
Provide for Your Wants in Advance**

Write NOW for prices on  
**SEEDLINGS, FRUIT TREES,  
NORWAY MAPLE,  
EUROPEAN WHITE BIRCH  
and CRAETAGUS OXYACANTHA**  
or any other items from our line of  
**GENERAL NURSERY STOCK**

Our large block of  
**MAZZARD SEEDLINGS**  
looks particularly fine at this time.

**Portland Wholesale  
Nursery Company**

424 E. ALDER ST.

Portland Oregon

## The Westminster Nursery

Westminster, Md.

Offers in carload lots or less:  
**CALIFORNIA PRIVET**  
One and two year grades  
**ASPARAGUS AND RHUBARB**  
One and two year grades  
**SHRUBBERY AND PERENNIALS**  
In excellent assortment  
**EVERGREENS**

A large supply of *Thuja Pyramidalis*,  
also lining out stock.

Attractive prices will be quoted. Send  
us your want list.

**Largest and Best Supply of**

## GRAPE VINES CURRANTS GOOSEBERRIES

in all old and new varieties and  
grown in the famous Chautauqua-  
Erie Grape Belt.

Sixty years' experience in grow-  
ing and furnishing strong, fibrous  
roots of well-known HUBBARD  
COMPANY grade.

Prompt shipment.

Attractive prices made on  
quantity lots.

**T. S. Hubbard Co.**

FREDONIA, N. Y.

## BRISTOL'S TREES

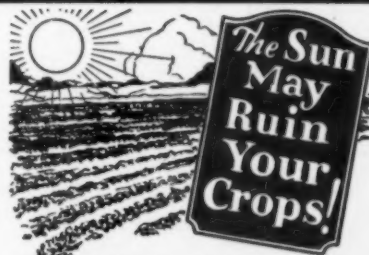
Northern-grown, Hardy Evergreens  
Forest and Ornamental Stock,  
especially Red Pine

H. R. BRISTOL, Plattaburg, N. Y.

We will be pleased to quote PEACH PITS,  
also JUNE BUDDED PEACHES, CONIFERS,  
EVERGREENS, SHRUBS, APPLE TREES and  
all kinds of NURSERY STOCK.

**Southern Nursery & Landscape Co.**  
WINCHESTER, TENNESSEE

AMERICAN NURSERYMAN, Chief Exponent,  
twice a month \$2.50 per year. Three years, \$8.  
Canada, abroad, 50c extra per year.



## Don't Take This Risk Again This Year!

Too much sun and too little rain is a bad  
combination. You can't stop the sun from  
shining—but you can make the rain fall  
when you need it if you have a WhiteShowers  
Automatic Irrigation System. Don't risk the  
loss of a valuable crop for the sake of a few  
dollars! A 50-ft. portable line costs only  
\$18. Get yours now and you won't have to  
worry this year about your crops burning  
up. Send for FREE BOOK telling all about  
overhead irrigation.



**WHITESHOWERS, Incorporated**  
6459 Dubois St., Detroit, Mich.

**WHITESHOWERS**

## The Park Nursery Co.

PLEVNA, ALABAMA

Growers of High Grade  
**NURSERY STOCK**  
**FOREST TREE SEEDLINGS**  
and  
**ORNAMENTAL SHRUBS**

Get our prices before you buy.

**Two Hundred Acres in  
LINING OUT STOCK**

# Fall 1929 - Spring 1930 Price List of

# HILL'S EVERGREENS

## FOR LINING OUT

Year after year Hill's Evergreens continue to represent the finest stock available in evergreens for lining out. Following is a partial assortment of leading varieties and sizes for nursery planting. Selection is more complete now than at any time during the coming season.

### EVERGREEN GRAFTS

	100
Juniperus chinensis albovariegata	\$50.00
Juniperus chinensis pyramidalis blue	50.00
Juniperus chinensis pyramidalis green	50.00
Juniperus chinensis sargentii, green	50.00
Juniperus communis depressa aurea	40.00
Juniperus japonica	45.00
Juniperus japonica nana	75.00
Juniperus sabina von ehron	50.00
Juniperus squamata meyeri	65.00
Juniperus virginiana canarti	45.00
Juniperus virginiana elegantissima	55.00
Juniperus virginiana glauca	45.00
Juniperus virginiana pyramidalis	50.00
Juniperus virginiana schottii	45.00

### EVERGREEN SEEDLINGS

	4-6"	10.00	1000
Abies arizonica	4-6"	5.00	40.00
Abies concolor	4-6"	6.00	50.00
Abies homolepis	4-6"	6.00	50.00
Juniperus chinensis	4-6"	6.00	50.00
Juniperus communis	4-6"	4.00	30.00
Juniperus communis depressa	4-6"	4.50	35.00
Juniperus scopulorum	4-6"	3.00	20.00
Larix europaea	4-6"	3.50	25.00
Picea canadensis	4-6"	4.00	30.00
Picea engelmannii	4-6"	2.50	15.00
Picea excelsa	4-6"	3.00	17.50
Picea pungens	4-6"	4.00	30.00
Picea pungens	4-6"	5.00	40.00
Pinus densiflora	4-6"	3.50	25.00
Pinus ponderosa scopulorum	4-6"	4.50	35.00
Pinus strobus	4-6"	3.00	20.00
Pinus strobus	4-6"	3.50	25.00
Pinus sylvestris	4-6"	3.00	20.00
Pinus thunbergii	4-6"	3.50	25.00
Pseudotsuga douglasii	4-6"	4.50	35.00

### ONCE TRANSPLANTED EVERGREENS

	4-6"	6-8"	10-12"
Abies balsamea	4-6"	6.00	50.00
Abies balsamea	6-8"	8.00	70.00
Abies balsamea macrocarpa	6-8"	10.00	90.00
Abies concolor	6-8"	25.00	240.00
Abies fraseri	4-6"	6.00	50.00
Abies fraseri	6-8"	7.50	65.00
Cedrus deodara	6-8"	9.00	80.00
Cedrus deodara	8-10"	12.00	110.00
Cedrus libani	4-6"	8.00	70.00
Juniperus chinensis	8-10"	10.00	90.00
Juniperus chinensis pfitzeriana	4-6"	14.00	130.00
Juniperus communis depressa plumosa	6-8"	20.00	180.00
Juniperus communis hibernica	8-10"	11.00	100.00
Juniperus communis hibernica	10-12"	13.50	125.00
Pachysandra terminalis	4-6"	6.00	50.00
Picea canadensis	8-10"	7.00	60.00
Picea canadensis	10-12"	9.00	80.00
Picea excelsa	6-8"	6.00	50.00
Picea excelsa	8-10"	8.50	75.00
Picea excelsa	10-12"	10.00	90.00
Picea pungens	8-10"	13.00	120.00
Picea pungens	10-12"	17.00	160.00
Pinus montana uncinata	6-8"	12.00	110.00
Pinus nigra	6-8"	8.00	70.00
Pinus nigra	8-10"	9.00	80.00
Pinus ponderosa scopulorum	8-10"	7.00	60.00
Pinus strobus	8-10"	7.00	60.00
Pinus sylvestris	8-10"	7.00	60.00
Taxus cuspidata	4-6"	20.00	190.00
Taxus cuspidata nana	4-6"	20.00	190.00

### ONCE TRANSPLANTED EVERGREENS—Continued

	10-12"	100	1000
Thuja occidentalis	10-12"	\$ 7.50	\$ 65.00
Thuja occidentalis douglasii aurea	8-10"	16.00	150.00
Thuja occidentalis douglasii aurea	10-12"	25.00	240.00
Thuja orient. aurea conspicua	4-6"	20.00	190.00
Thuja orient. aurea conspicua	6-8"	25.00	240.00
Thuja orient. aurea nana	4-6"	13.00	120.00
Thuja orient. aurea nana	6-8"	15.00	140.00
Thuja orient. bonita	4-6"	13.00	110.00
Thuja orient. bonita	6-8"	15.00	140.00
Thuja orient. compacta	4-6"	10.00	90.00
Thuja orient. compacta	6-8"	12.00	100.00
Tsuga canadensis	4-6"	10.00	90.00
Tsuga canadensis	6-8"	12.00	110.00

### TWICE TRANSPLANTED EVERGREENS

	6-8"	10.00	90.00
Abies veitchii	6-8"	10.00	90.00
Juniperus chinensis albovariegata	6-8"	30.00	240.00
Juniperus chinensis pfitzeriana	8-10"	25.00	240.00
Juniperus chinensis pfitzeriana	10-12"	30.00	290.00
Juniperus communis depressa	10-12"	35.00	290.00
Juniperus communis depressa	12-18"	45.00	350.00
Juniperus excelsa stricta	6-8"	20.00	190.00
Juniperus excelsa stricta	8-10"	30.00	275.00
Juniperus horizontalis douglasii	6-8"	20.00	190.00
Juniperus japonica	6-8"	25.00	240.00
Juniperus japonica	8-10"	35.00	350.00
Juniperus sabina	6-8"	15.00	140.00
Juniperus sabina horizontalis	8-10"	25.00	240.00
Juniperus virginiana kosteri	8-10"	30.00	275.00
Picea canadensis	12-18"	22.50	200.00
Picea canadensis	18-24"	25.00	240.00
Picea canadensis albertiana	6-8"	10.00	90.00
Picea canadensis albertiana	8-10"	12.00	110.00
Picea excelsa	12-18"	16.50	150.00
Picea excelsa	18-24"	20.00	190.00
Pinus montana uncinata	8-10"	15.00	140.00
Pinus mughus	4-6"	10.00	90.00
Pinus mughus	6-8"	14.00	130.00
Pinus mughus	8-10"	27.50	250.00
Pinus mughus	10-12"	37.50	325.00
Pinus nigra	10-12"	25.00	240.00
Pinus strobus	12-18"	30.00	290.00
Pinus strobus	18-24"	40.00	350.00
Pseudotsuga douglasii	8-10"	15.00	140.00
Pseudotsuga douglasii	10-12"	20.00	190.00
Taxus cuspidata	8-10"	50.00	450.00
Thuja occidentalis	12-18"	17.50	165.00
Thuja occidentalis	18-24"	25.00	240.00
Thuja occidentalis conica densa	10-12"	17.50	165.00
Thuja occidentalis douglasii pyr.	6-8"	15.00	140.00
Thuja occidentalis douglasii pyr.	8-10"	20.00	190.00
Thuja occidentalis globosa	6-8"	10.00	90.00
Thuja occidentalis globosa	8-10"	12.00	110.00
Thuja occidentalis hoveyi	8-10"	12.00	100.00
Thuja occidentalis pyramidalis	8-10"	13.00	120.00
Thuja occidentalis pyramidalis	10-12"	16.00	150.00
Thuja occidentalis pyramidalis	12-18"	35.00	325.00
Thuja occidentalis pyramidalis	18-24"	40.00	350.00
Thuja occidentalis pyramidalis	24-30"	60.00	550.00
Thuja occidentalis rosenhallii	6-8"	17.50	165.00
Thuja occidentalis rosenhallii	8-10"	22.50	200.00
Thuja occidentalis spicata alba	6-8"	25.00	240.00
Thuja occidentalis wareana	8-10"	15.00	140.00
Thuja occidentalis woodwardi	8-10"	15.00	140.00
Thuja occidentalis woodwardi	10-12"	35.00	340.00
Thuja orientalis compacta	8-10"	20.00	175.00
Thuja orientalis pyramidalis (Baker's)	8-10"	20.00	175.00
Tsuga canadensis	8-10"	20.00	190.00
Tsuga canadensis	10-12"	30.00	275.00
Tsuga canadensis	12-18"	37.50	350.00

# D. HILL NURSERY Co.

EVERGREEN SPECIALISTS - LARGEST GROWERS IN AMERICA

BOX 402

DUNDEE ILL.



